

Message Text

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70

ACTION EB-07

INFO OCT-01 EUR-12 NEA-10 ISO-00 CAB-02 CIAE-00 COME-00

DODE-00 DOTE-00 INR-07 NSAE-00 CIEP-01 FAA-00 XMB-02

NSC-05 SS-15 /062 W

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R 051343Z NOV 76

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 9379

INFO AMEMBASSY MOSCOW

AMEMBASSY ROME

AMCONGEN BOMBAY

AMCONGEN CALCUTTA

AMCONGEN MADRAS

C O N F I D E N T I A L NEW DELHI 16229

ROME FOR RCAA DWOR

EXIMBANK FOR EXECUTIVE VICE PRESIDENT BEIM

E.O. 11652: GDS

TAGS: EAIR, ETRD, BEXP, IN

SUBJECT: INDIAN AIRLINES AND AIR INDIA PLAN TO BUY MORE BOEINGS

REF: NEW DELHI 15926

1. BOEING REGIONAL REPRESENTATIVE FITZGERALD TOLD EMBOFF NOVEMBER 5 THAT INDIAN AIRLINES (IA) HAD RECEIVED GOI APPROVAL (FROM THE PUBLIC INVESTMENT BOARD) TO GIVE BOEING DEPOSIT OF \$75,000 FOR THREE BOEING 737S (REFTEL). HE EXPECTED DEPOSIT TO BE MADE NEXT WEEK. HE STATED, HOWEVER, THAT FINAL CABINET APPROVAL WOULD DEPEND ON ARRANGEMENT OF FAVORABLE FINANCIAL TERMS. HE ALSO SAID THAT IA WAS EXPECTED TO DECIDE IN FAVOR OF PURCHASING TWO MORE BOEING 737S FOR DELIVERY IN EARLY 1978. HE STATED THAT, IF FAVORABLE DECISION REACHED, IA WOULD BE APPROACHING EXIMBANK FOR FINANCING TOTAL OF FIVE BOEING 737S.

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2. FITZGERALD NOTED THAT THE TWO ADDITIONAL BOEINGS
IA WANTED WOULD BE WITH REMOVABLE VIP SECTIONS. HE HAD
BEEN TOLD THAT ONE PLANE WOULD BE FOR PRIME MINISTER AND
THE OTHER FOR PRESIDENT AND OTHER HIGH GOI OFFICIALS.
HE THOUGHT IT SIGNIFICANT THAT IA WAS PLANNING TO
PURCHASE TWO BOEING 737S TO REPLACE THE TWO RUSSIAN-
DONATED TU 134S NOW IN USE FOR INDIAN VIPS.

3. FITZGERALD STATED THAT AIR INDIA WOULD SOON SIGN
FINAL AGREEMENT FOR PURCHASE OF ONE BOEING 747 THAT HAD BEEN
TENTATIVELY ACCEPTED EARLIER THIS YEAR. HE ALSO SAID
THAT IT WAS PROBABLE AIR INDIA WOULD DECIDE BY CHRISTMAS
WHETHER TO PURCHASE AN ADDITIONAL BOEING 747, PERHAPS
THE 747-SP, WHICH HE THOUGHT WOULD BE A SIGNIFICANT
BREAKTHROUGH FOR BOEING HERE.

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